

Message Text

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PAGE 01 DHAHRA 00322 090743Z
ACTION NEA-10

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FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC PRIORITY 6081
INFO AMEMBASSY JIDDA
USLO RIYADH

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NEA/ARP FOR AMBASSADOR WEST FROM CONSUL GENERAL

E.O. 11652: N/A
TAGS: BGEN, SOPN, SA
SUBJECT: FLUOR CORPORATION'S "EAST/WEST PROJECT"

1. YOU WILL RECALL THAT ON FEBRUARY 22 YOU MET AT MY HOME WITH MAJED ELASS AND JOE STORY OF ARAMCO CONCERNING WAYS IN WHICH THE AMERICAN BUSINESS COMMUNITY CAN HELP IMPROVE COMMUNICATION AND UNDERSTANDING BETWEEN THE U.S. AND SAUDI ARABIA. ONE FOCUS OF THE CONVERSATION WAS ON THE PROGRAM DESIGNED BY THE PUBLIC RELATIONS DIVISION OF FLUOR CORPORATION ENTITLED "EAST/WEST PROJECT".

2. ARAMCO OFFICIALS HAVE CAREFULLY STUDIED THE FLUOR PROJECT AND BELIEVE IT HAS CONSIDERABLE MERIT. THEY FURTHER BELIEVE YOUR IDEA OF DISCUSSING IT WITH PRINCE TURKI AL FAISAL PROVIDES AN EXCELLENT WAY OF OBTAINING HIGH LEVEL SAG APPROVAL AND SUPPORT. THEY HOPE YOU WILL MAKE CONTACT WITH THE PRINCE IN WASHINGTON TO DISCUSS THE POSSIBILITY OF A MEETING, PERHAPS IN ASPEN* COLORADO, BETWEEN PRINCE TURKI, BOB FLUOR, AND YOU. BEN CAFFEY, PRESIDENT OF FLUOR

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ARABIA, IS PLEASED THAT YOU HAVE DISCUSSED THIS WITH ELASS, STRONGLY SUPPORTS THE IDEA OF A MEETING WITH PRINCE TURKI, AND HAS CABLED BOB FLUOR TO RECOMMEND THAT HE GET IN TOUCH WITH YOU EARLY IN YOUR WASHINGTON STAY. WE UNDERSTAND THAT PRINCE TURKI LEFT JIDDA FOR THE U.S. A COUPLE OF DAYS AGO. IF AMBASSADOR ALIREZA DOES NOT KNOW OF THE PRINCE'S WHEREABOUTS, MAGED ELASS SUGGESTS

CONTACTING FRED DUTTON WHO HAS A "CONSULTANT RELATIONSHIP" WITH PRINCE TURKI AND KAMAL ADHAM.

3. ELASS BELIEVES THAT A FOLLOW-UP DISCUSSION MIGHT BE ARRANGED AT A CONFERENCE TO BE HELD IN SANTA BARBARA, CALIFORNIA ON MAY 10 UNDER THE SPONSORSHIP OF THE UNIVERSITY OF CALIFORNIA. ELASS SAYS THAT PRINCE SAUD AND POSSIBLY PRINCE TURKI WILL BE AT THE CONFERENCE. BOB FLUOR HAS BEEN ACTIVE IN ORGANIZING THE CONFERENCE AND DEFINITELY WILL BE THERE.

4. ELASS BELIEVES THAT IT WOULD BE USEFUL TO GET BROADER SUPPORT FROM THE U.S. BUSINESS COMMUNITY FOR THE EAST/WEST PROJECT AND OTHER SIMILAR PROPOSALS. HE SUGGESTS THAT WE CONSIDER FRANK JUNGERS AS A COORDINATOR IN THE U.S., SINCE HE IS FAVORABLY KNOWN IN SAUDI ARABIA, IS WELL INFORMED ON THE SUBJECT MATTER, AND HAS DONE A GOOD DEAL OF THIS TYPE OF WORK AS CHAIRMAN OF ARAMCO. JUNGERS PLANS TO BE IN WASHINGTON DURING THE NEXT FEW DAYS, ACCORDING TO ELASS, SO HE COULD EASILY ARRANGE TO MEET YOU AND/OR PRINCE TURKI. JUNGERS CAN BE CONTACTED THROUGH THE ARAMCO WASHINGTON OFFICE.

5. I HAVE SUGGESTED THAT BEN CAFFEY INFORM BOB FLUOR THAT YOU MAY BE CONTACTED IN WASHINGTON THROUGH FRED GERLACH, AND ELASS IS GIVING JUNGERS THE SAME CONTACT LIMITED OFFICIAL USE

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POINT. CAFFEY HAS JUST INFORMED ME (AFTER THE ABOVE WAS DICTATED) THAT BOB FLUOR IS ENTHUSIASTIC ABOUT YOUR IDEA OF WORKING THROUGH PRINCE TURKI. FLUOR PLANS TO BE IN NEW YORK AND WASHINGTON MARCH 16 AND 17 AND WOULD LIKE TO SEE YOU AT THAT TIME. HIS SCHEDULE WILL BE FLEXIBLE SINCE HE WILL BE TRAVELING BY PRIVATE JET, AND HE WILL ADAPT HIS PLANS TO SUIT YOUR CONVENIENCE. HIS TELEPHONE NUMBER, IF YOU WOULD LIKE TO DISCUSS THE MEETING WITH FLUOR, IS (714) 975-7211.

6. PLEASE LET ME KNOW IF YOU NEED ADDITIONAL INFORMATION CONCERNING THESE PROGRAMS. BUSHNELL

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